



**Train the trainers. Trieste Edition**

April 2021

SYLLABUS

## **Innovation strategy and innovation management:**

*create and running research spin-off companies.*

Lecturer

Nicola Redi

# Create and running research spin-off companies

**Duration of the course:** 8 hours, distance learning

**Lecturer – Nicola Redi**

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## Lecturer's short bio

Nicola brings 20+ years experience in translating innovations into the market through venture capital investments and corporate R&D responsibilities. He is currently managing the first ever technology transfer fund focused on Industry 4.0 technologies. His venture capital past appointments include Chief Investment & Technology Officer of TTVenture and member of the investment committees of the French lifescience fund Technologie et Santé I (Sofimac Partners) and Atmos II renewable energy fund. Nicola also created and was appointed CEO of SeedLab, the first accelerator program for research based projects and companies.

Before entering the technology transfer and investment industries, he served leading multinational industrial corporates with Global and EMEA leadership positions in R&D and new product development. He also managed a manufacturing and service unit of automated and robotic machineries.

Nicola is also actively involved in policy related activities: he is Italian representative among the High Level Group for Innovation Policy Management and is author of various national and international publications around innovation policies.

His diversified and sound education include: PhD in Management - Aston University in Birmingham, MBA with greatest honours - SDA Bocconi and MSc in Aerospace Engineering - Politecnico di Milano. Furthermore Nicola holds a YMP from INSEAD and is a Certified Process Kaizen Engineer.

## Course Objective and Schedule

This course will give participants an understanding of how research outcomes, commonly known as “deep-tech”, can be transformed into effective businesses. Through the definition of technology transfer and an introduction to European best practices, participants will also become acquainted to proof of concept methodologies and spin-off creation. Furthermore, the tools for effective business planning and equity investment will be presented. Eventually, the program will provide information on early stage investments in the global scenario and methodologies for startup valuation.

### DAY 1 | APR 6

Start	Finish	Content
14:00	14:50	Deep-tech innovation and tech transfer
15:00	15:50	Tech transfer models in Europe
16:00	16:50	Running proof of concept
17:00	17:50	The determinants of a sound spin-off business plan

### DAY 2 | APR 7

Start	Finish	Content
9:00	9:50	Startup financing tools
10:00	10:50	How a venture capital fund works
11:00	11:50	Global early-stage investment landscape
12:00	12:50	Measuring the value of a spin-off company

## Suggested readings

- 1) P.Flignor & D.Orozco, *Intangible Asset & Intellectual Property Valuation*, 2006
- 2) EU IP HelpDesk, *Your Guide to IP Commercialisation*, 2019
- 3) D.Mullis & J.Orloff, *The Accounting Game*, 2008
- 4) CB Insights, *How to Value a Company*, 2021
- 5) IPEV, *International Private Equity and Venture Capital Valuation Guidelines*, 2018